

Zoom transcript - Maya Collins and Tom Beckett

21 speaking turns · 3 speakers · 00:02:41 long · Tuesday, 10 March 2026

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- MC

Maya Collins 00:00:04 · 14:00:04
Thanks everyone for joining. The plan today is the quarterly numbers, then hiring, then any other business.
- TB

Tom Beckett 00:00:14 · 14:00:14
Sounds good.
- AF

Ana Ferreira 00:00:19 · 14:00:19
Before we start, can I add the office move to the end?
- MC

Maya Collins 00:00:25 · 14:00:25
Of course. Tom, do you want to take us through the numbers?
- TB

Tom Beckett 00:00:31 · 14:00:31
Sure. Revenue for the quarter came in at just over the forecast, about four percent ahead. Most of that is the two new clients we signed in February. Costs were flat apart from software, which went up when we moved to the annual plans.
- AF

Ana Ferreira 00:00:51 · 14:00:51
Is the software increase a one-off?
- TB

Tom Beckett 00:00:56 · 14:00:56
Mostly. We paid a year up front, so the monthly figure should drop from next quarter.
- MC

Maya Collins 00:01:04 · 14:01:04
Good. And cash?
- TB

Tom Beckett 00:01:09 · 14:01:09
Healthy. We have about five months of running costs in the bank.
- MC

Maya Collins 00:01:16 · 14:01:16
Great, thank you. Hiring. Ana, where are we with the designer role?
- AF

Ana Ferreira 00:01:23 · 14:01:23
We had thirty-one applications. I have shortlisted six and the first interviews are next Tuesday and Wednesday.
- MC

Maya Collins 00:01:33 · 14:01:33
Do you need anyone else on the panel?



Ana Ferreira 00:01:38 · 14:01:38

It would help to have Tom for the second round, mainly to talk about how the design work is scoped and billed.



Tom Beckett 00:01:48 · 14:01:48

Happy to. Send me the times.



Maya Collins 00:01:53 · 14:01:53

Any other business. Ana, the office move.



Ana Ferreira 00:01:58 · 14:01:58

The lease ends at the end of June. The landlord has offered a renewal at eight percent more, or we look at the smaller unit downstairs.



Tom Beckett 00:02:10 · 14:02:10

How much smaller?



Ana Ferreira 00:02:15 · 14:02:15

About a third, but we only use half the desks most days.



Maya Collins 00:02:21 · 14:02:21

Let us go and see it before deciding. Can you book a viewing for next week?



Ana Ferreira 00:02:28 · 14:02:28

Will do.



Maya Collins 00:02:33 · 14:02:33

That is everything. Actions: Ana books the viewing and sends interview times, Tom joins the second round. Thanks all.
